Evening World Daily Magazine

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AN EXAMPLE FOR EMPLOYERS.

IG corporations and business concerns employing thousands of workers can serve the nation in an immediate, practical way by putting before their employees:

(1) A plain statement of the country's economic needs. (3) Suggestions as to how wage earners can help meet

(8) Assurance that employers will co-operate in carrying out plans for conservation and increased productiveness.

A few days age Swift & Co. of Chicago issued a small circular which, in a few direct, personal words from President Louis F. Swift, suggested how every Swift & Co. worker, officer or employee, can materially aid the general cause by assisting and persuading his friends to assist in saving food and producing greater supplies of food.

The advice was in brief:

Tote the market basket and pay cash—thereby saving the cost of telephone service, delivery and credits, to which American housekeepers have accustomed themselves at the expense of thrift.

Study food values as well as prices. More nourishing substitutes often cost less.

Increase production by more careful methods of cultivation, using clean and tested seed and studying proper drainage and fertilization.

All vacant land owned or rented by the company or its employees, the circular urges, should be utilized for garden

Superintendents and foremen are directed to assure Swift & Co. employees who enlist for farm service that they may return to the company's employ when the harvest season is

Here is an intelligent, well-considered effort to make wage earners feel that in the present crisis wage payers are with them in earnest desire to perform duties and adjust burdens in a spirit of fairness and co-operation.

If more firms will study how to draw themselves and their employees together into efficient units for the conservation campa'gn, the country's economic war strength can be steadily increased.

If only the Russian revolution could produce a new Napoleon whose star should be Democracy and his conquests all for liberty, security and peace!

WAR RELIEF.

PEAKING at the dedication of the Red Cross memorial for the women of the Civil War, the President laid stress on the unwisdom of letting American efforts to aid war suffering become too disconnected and dispersed.

"There will be many expressions of the spirit of sympathy and philanthropy, and I think that it is very necessary that we should not disperse our activities in those lines too much; that we should keep constantly in view the desire to have the utmost concentration and efficiency of effort, and I hope that most, if not all, of these philanthropic activities of this war may be exercised, if not through the Red Cross, then through some already constituted and experienced or-

To the already countless and daily multiplying appeals sent out can sell everything. / man might from all sides by war relief societies hastily organized under a hundred different names, we believe American generosity would "Take our line, wholesale groceries."

Take our line, wholesale groceries.

**When her month's up, as she when one can't always be a slacker," exclaimed Mr. Jarr. "We dier will come around any more, I suppose."

**When her month's up, as she when one can't always be a slacker," exclaimed Mr. Jarr. "We dier will come around any more, I suppose." respond more readily were it assured that what it gives goes directly That requires a man who can go back League. I was elected Grand Worthy suppose." -without needless paralleling of channels or deduction for expenses month and gradually build and noid Then he swelled by inexperienced management—into expert hands to be used patronage. Character and personality this communique would have, also to where it will do most good.

American war aid ought to be like a funnel. Broad and undefined as may be the opening through which contributions pour into is once made no further business is sarcastically. "Well, out with the rest it, it ought to have a narrow end that everybody can see.

That is far from the present case. Many who would gladly give ful stock salesmen, for example, who hesitate because they have no way of knowing how much of the dollar-

they put in comes out. The newly appointed War Council in the Red Cross can do much to reassure the public in this direction, thereby quickening and deepening the currents of philanthropy.

We hope that American dentist will fix up the Kaiser's testh so he can gnash 'em.

A German War Hero! Converted to Note Front Front Front Front Works, 1817

By J. H. Cassel



Dollars and Sense By H. J. Barrett

Different Salesmen for Different

mand different types of sales- Guard was awake. nen," said a sales manager. cause a man can sell some things he otherwise Mrs. Jarr.

"In other lines where after the sale could talk a man out of his last dollar. But this was because of wonderful eloquence and the gift of delivering a convincing canvass. Often, however, salesmen of this type would fail if called upon to build a steady clientele. Many of them can inspire confidence at first but don't wear well.

What - you - may - call - it kept you declared.

"Ah, you mistake the title Mr. Jarr warily. "Rangle is not plural, it is singular."

"I should say it was, very secular."

"And times that try women's get the title!" snapped Mrs. In the state of the confidence at first but don't wear well."

Then, too, some men are particularif successful in selling to the op-posite sex, but not notably so in sell-ing to men. To sell to women requires an especally tactful and courteous manner, And, as a rule, I think women buyers are more in-

The Jarr Family

"Well, you see, my dear, these are

Then he paused to see what effect count for a great deal in work of this wonder what he should grandly and in our own homes. "Rangle was worthily narrate.

"Oh, is that so?" asked Mrs. Jarr expected, a quite different type might of it! Being elected Grand Worthy and respect in the thing!" Mrs. Jarr tter. I have seen success- What - you - may - call - it kept you declared,

"And times that try women's get the title!" snapped Mrs. Jarr, patience," interrupted Mrs. Jarr. "Well, go on!"

know," began Mr. Jarr. "No, I don't know!" interrupted Mrs. Jarr. "If you are so anxious to

elected as High Jink"-

TAh, you mistake the title," said

"Jink is singular," Mr. Jarr con-tinued patiently, "It indicates earn-

By Roy L. McCardell

me a hand with the rest of the est patriotism and watchfulness. on the dimulit room, intending to retire quietly on the Hinden-burg line, as it were. But the Home mand different types of sales
Che New York Evening World.)

R. JARR tiptoed lightly across the dimulit room, intending to retire quietly on the Hinden-burg line, as it were. But the Home mand different types of sales
Che New York Evening World.)

R. JARR tiptoed lightly across teal protection from fire or foreign on the other hand, siang, and means for. At least Claude, the fireman, is simp' or 'boob' or 'job' or even night off, and the soldier is here when on the other hand, siang, and means for guard us from fire on his ingold."

"I should say, the slang aside, they were all proper titles for that man is should be soldier in the compoundation of the other hand, siang, and means the same of the compoundation of the soldier is here when on the other hand, siang, and means the same of the compoundation of the other hand, siang, and means the same of the compoundation of the other hand, siang, and means the same of the compoundation of the other hand, siang, and means the same of the compoundation of the c housework, but at least she is some Gink, which you thought it was, is,

"This is a fine time of night for you every other night, but I would pre- Rangle," Mrs. Jarr declared. "Be-"It is a mistake to suppose that be- to come in!" cried the Home Guard, fer you did your home defending on sides, I think it's very inconsiderate the premises. If Gertrude leaves of you to stay out late at such times when her month's up, as she threat- as these, and then come home and

Jarr selemniy, for, as he didn't know "It will be all right, my dear." Mr. how to further explain, he thought it Jarr went on. "As soon as we are best to fall back on patriotism, which well organized we will be stationed is always unanswerable. Mrs. Jarr sniffed but said nothing,

and Mr. Jarr assumed the injured "If that man Rangle has any part role. in it, that's the end of my interest "This is no time to question our

motives for the 'flag!" he said sol-emnly. "The league is for home and country, every time!"
"Well," said Airs. Jarr, "you never

"Well," said Mrs. Jarr, "you never mind the country, but come home, and come home at a reasonable hour." "Besides it's a beneficial order, oh very beneficial." Mr. Jarr insisted. But then, to his great relief, he persone home at a reasonable hour."

"You bet your boots it's beneficial order, oh very beneficial." Mr. Jarr insisted. But then, to his great relief, he persone home at a reasonable hour."

Loss of His Famous Ring

manner. And a a rule, I till such such as a rule, I till suc

What All Men Experience By Helen Rowland

OMETIMES I think there is nothing quite so funny-or so patheticas a man in the throes of the "love-panic!"

No woman can KNOW what he suffers! Because love never comes to a woman like a blow

It just "comes natural," like the taste for ice-cream

But a man is always so confidently sure that he never CAN, and never will be quite so foolish as to fall That he simply won't believe it when it happens to

And he is as shocked and incredulous and hurt and

As he would be if he had stepped into an open cellar door without

One minute he is seized with a wild determination to fiee from the And the next he is trembling with cold fright, for fear she may escape! One minute he suspects that she is a Delilah, bent on "roping him

in," and marrying him against his will-And the next he is wondering miserably if he can ever persuade such a combination of all the virtues and charms to HAVE a poor worm like

In the morning he goes down to the office with his mind made up firmly and unalterably never, never to see her again-

And by afternoon he is racking his brain for some plausible excuse for telephoning her, or inviting her to luncheon, Instead of waiting until evening.

One day he shudders at the mere thought of being "TIED," and assures himself emphatically that he is NOT "a marrying man," and can't afford to marry, and won't marry-and all that-

And the next day he is dreaming of bungalows-for-two and darned socks, and pricing dining-room furniture, And pitying himself bitterly for living the useless life of a lonely old

And the harder he struggles to keep his balance—the harder he falls, He teeters desperately between the fever of enthusiasm and the chills

Between a burning head and "cold feet,"

Between glowing exhibaration and deadly depression.

Between wild joy and black despair, And dwells miserably day and night in a state of continuous, unreasoning, trembling fright! And, all the time, he desperately assures himself that he is NOT

And that is just an attack of spring fever.

And that what he needs is not a wife, but a DOCTOR! And, meanwhile, he can think of nothing on earth but the way her mouth dimples at the corners, and the way her hair curls around her ears. He cannot eat, he cannot sleep, he cannot work, he cannot THINK---

Until all of a sudden, and without the slightest warning or intention or any reason on earth,

He finds himself engaged to be MARRIED!

And the War in his soul has ended

In a "Temporary Peace"-And the "love-panic" is over!

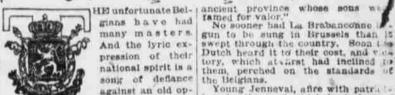
Yet we wonder why men use so little common sense in choosing a

Anthems of Our Allies By James C. Young

Occurright, 1917, by the Press Publishing Co. (The New York Evening World).

BELGIUM-La Brabanconne, (The Song of the Brabantines)





song of deflance the Belgians.

against an old opYoung Jenneval, aftre with patra against an old oppressor, King William of the Netherlands, whose reign over them came to an abrupt end in the revolution of 1830. After a tenure of just fifteen years the Dutch were compelled to relinquish their hold upon the country state. He was the teacher of several noted tenors and enjoyed a high reputation. against an old op-

try and Belgium became an independent kingdom. A young French actor named Jen- conne, neval was playing there at the time. He harkened to the cries of the rebel

ry and Belgium became an inde-bendent kingdom.

Insurrection broke out in Brussels.

high reputation.

When the Germans began their at-tack on Belgium they were met by the proud strains of "La Brabanconne," which has continued to ring through almost three years of war as the anthem of a brave people. The German lavasion regalls to

forces and joined eagerly in the plan to win freedom.

Jenneval was a man of considerable poetle gift. He felt the need of some railying call that would rouse the railying call that would rouse the beginning to question that the poetic gift. He felt the head of some railying call that would rouse the country, as yet scarcely awake to the robellion. So he determined to write a song. His effort brought forth lines which were to stir every Belgian heart. Their appeal rings true after almost a century;

Who would have thought the arbitrary And wheating despit would being force! Aspine to couse a change of the lines, ow religion some state of the song with Nassau shameful act shall be. The grapeshot a shattered the orange if the friend Francols van Campenhout, an orchestral leader and composer of several operas, who wrote the music for which its people have so bravely which its people have so bravely